



COUNTY OF LOS ANGELES
Internal Services Department

1100 North Eastern Avenue
Los Angeles, California 90063



Dave Lambertson
Director

To enrich lives through effective and caring service.

Telephone: (323) 267-2101
FAX: (323) 264-7135

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To: Each Supervisor

From: Dave Lambertson
Interim Director

Subject: **QUARTERLY REPORT ON LOCAL SMALL BUSINESS ENTERPRISE PREFERENCE PROGRAM**

This report is to provide your Board with the quarterly results of the Local Small Business Enterprise (SBE) Preference Program for the period between April 1, 2007 and June 30, 2007.

Background

The Local SBE Preference Program became effective October 28, 2002. The Program is designed to enhance contracting and procurement opportunities for local small businesses within the County by providing a five percent (5%) bid price reduction to bids submitted by certified Local SBEs.

The Local SBE Program is modeled on the State of California's small business preference program and utilizes the State's certification of small business status as a requirement for the County's certification of Local SBE status. In addition to State certification, the County's Local SBE Program requires a small business to have its principal office currently located within the County for a period of at least the past twelve months.

During the past year, ISD's Purchasing Division continued to train County departments on the local Small Business Enterprise Preference program requirements as part of our regular procurement training program. This training has also been incorporated in our regular curriculum for the Office of Small Business training sessions held at trade fairs and vendor workshops.

Program Participation Matrix

The following table depicts the purchasing and contracting award and payment information related to certified Local SBEs for: (1) the Fourth Quarter of Fiscal Year 2006-07, (2) Fiscal Year 2006-07 totals, and (3) Fiscal Year 2005-06 totals.

	4 th Quarter FY 2006-2007	Fiscal Year 2006-2007 (Totals)	Fiscal Year 2005-2006 (Totals)
Total Number of Purchasing and Contract Award Payments to Certified Local SBEs (County-wide)	4,409	11,357	8,852
Total Dollar Value of Purchase Orders and Contracts Award Payments to Local SBEs (County-wide)	\$22,799,303	\$60,534,024	\$59,939,738
Total Number of Purchase Orders and Contract Awards to All Vendors (County-wide)	207,980	709,968	640,503
Total Dollar Value of Purchase Orders and Contract Award Payments to All Vendors (County-wide)	\$1,216,120,471	\$6,186,674,169	\$4,471,568,048
Total Cost Differential in applying and awarding purchase orders or contracts to the Local SBE (over the Low Bid)	\$12,706	\$19,530	\$12,720

The above data was obtained from eCAPS using our recently implemented Cognos reporting tool that captures all local SBE award and payment activity.

If you have any additional questions regarding the program, please call me directly, or your designated staff may contact Joe Sandoval, ISD Purchasing Division Manager, at (323) 267-2670.

DL:j

c: ISD Board Deputies
Chief Executive Officer
Department Heads
Los Angeles County Small Business Commission